

U. S. Small Business Administration

Utah District Newsletter
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November 13, 2009

UTAH DISTRICT NEWSLETTER

INSIDE THIS ISSUE:

MED 8(A) CONTRACTOR OF THE YEAR	1
SBA 8(A) CONTRACT SUPPORT AWARD	
Small Businesses Are Important Players in Utah Business and Job Growth	2
AUDREY DELANEY OFFICE OF INSPECTOR GENERAL	2
2004—2009	3
SMALL BUSINESS PERSON OF THE YEAR	
2010 SMALL BUSINESS WEEK	4

Save the Date:

November 18, 2009
WBC Veterans Outreach
Nancy Byerly will give a presentation
SL Chamber of Commerce
3:30 pm to 5:00 pm
Contact Information—801-328-5048

November 18, 2009
Salt Lake SCORE Workshop
SL County Building Complex
8:30 am to 4:30 pm
Contact Information—801-746-2269

November 24, 2009
8(a) Workshop
Federal Building
10:00 am to 11:30 am

Helping small businesses
start, grow and succeed.



Your Small Business Re-

Minority Enterprise Development 8(a) Contractor of the Year



Christopher and Jeannette Villarreal,
C. Tech Corporation

Christopher Villarreal, President, C. Tech Corp. was awarded the Utah District Office, U. S. Small Business Administration's Minority Enterprise Development 8 (a) Contractor of the Year. Chris started the business in 2000 and currently has 7 full-time employees. C. Tech Corp specializes in electrical contracting, all phases of electrical construction and services including electrical testing services, installation of security and fire alarm systems. Since entering the 8(a) program in October 2001 he has taken advantage of several of the SBA programs, received an SBA loan, and participates in the 8(a) Business Development 7(j) Management and Technical Assistance program. Chris credits his wife, Annette and his dedicated employees to his success. What is unique about C. Tech Corp is they are not seeking the large million dollar contract, but specialize in small contracts. Since entering the SBA's 8 (a) program C. Tech Corp has been awarded 108 contracts totaling more than \$4,800,000. He realizes the potential of his company, and the continually markets to government entities, making sure that the customer is number 1. Congratulations to Chris Villarreal the Utah District Office, Minority Enterprise Development 8(a) Contractor of the Year.

SBA 8(a) Contract Support Award for 2009



Stan Nakano, SBA
Robert Roybal, General Services Administration

The SBA Utah District Office is honoring Robert Roybal for the 2009 8(a) Contract Support Award. Over the last few years, Robert has worked diligently with Utah 8(a) certified firms, giving some of these firms their first 8(a) contract opportunity. The contracts have been for construction projects and have helped new firms like Rio Vista Management, LLC. The General Services Administration (GSA) in Salt Lake City, Utah has used the 8(a) program for the majority of their contract dollars each fiscal year.

The SBA Utah District Office appreciates the support given by Robert Roybal and the continued efforts he has given to support our Utah 8(a) contractors. We are looking forward to working closely with him in the future.

Congratulations

Christopher and Jeannette Villarreal,
C. Tech Corporation
And
Robert Roybal, GSA

Small Businesses Are Important Players in Utah Business and Job Growth

WASHINGTON, D.C. – Small businesses will play an important role in the economic future of Utah. The Office of Advocacy's Small Business Profile for the state, released today, provides details about small business employment, business starts and closings, bank lending in 2008, business ownership by minorities, women, and veterans, and firm and employment change by major industry and firm size.

"Utah continues to depend on the health and ingenuity of its small business sector for the state's economic growth," said Susan Walthall, Acting Chief Counsel for Advocacy. "In today's economic climate, it is especially important

for policymakers to keep small business concerns in mind as they formulate policy."

Small businesses have proven to be important employment generators. They created 70.6 percent of the state's net new jobs between 2005 and 2006. They accounted for 49.9 percent of Utah's total private sector employment in 2006 (using the latest available data).

Small employers in the United States numbered 6 million in 2006, and represented 99.7 percent of the nation's employers and 50.2 percent of its private sector employment.

In 2008, the United States saw a private sector employment

decline of 0.7 percent, while employment in Utah decreased by 0.2 percent. Also in 2008, U.S. real gross domestic product increased by 0.7 percent and Utah's gross state product increased by 1.4 percent.

As additional small business data become available over the coming months, they will be incorporated in a new edition of the state profiles, to be issued in early 2010.

For more information and a complete copy of the state and territory small business profiles, visit the Office of Advocacy website at www.sba.gov/advo/research/profiles/.

AUDREY DELANEY, OFFICE OF INSPECTOR GENERAL



Audrey has worked for the Small Business Administration, Office of Inspector General Auditing Division for seven years. She recently transferred to the Utah District Office from Washington, DC to be with her husband who is stationed at Hill Air Force Base. Audrey began her career auditing SBA's business development initiatives and now oversees the auditing division's quality assurance program.

Audrey is a Washington, DC native and graduate of the University of Maryland. She and her husband love to travel and in this past year they enjoyed trips to Asia, Hawaii, the British West Indies, and 15 states. They are also devoted Washington Capitals fans.

2004 –2009 SMALL BUSINESS PERSON OF THE YEAR

2004



Rhett Roberts
Redmond Minerals

2005



Susan Rice
Cavanagh Services Group, LLC

2006



David Little
Rotational Molding of Utah, Inc

2007



Travis Parashonts
Suh'dutsing Technologies, LLC

2008



David Utrilla
U.S. Translation Company

2009



Jan Lee Miller
Stander, Inc.

TEN TIPS FOR WRITING WINNING NOMINATION PACKAGES

1. Use the rating criteria as an outline for organizing your nomination and use headings to transition from one rating criteria to the next. Doing so enables judges, who have limited time to review each nomination, to quickly evaluate the nomination. It will also reduce the chance that critical information will be overlooked. Be aware, judges may not go searching for information that is out of order.

2. Speak directly to each rating criteria. Failing to respond to any one of the rating criteria could prevent an otherwise outstanding nominee from being selected. And have someone else proof read your nomination - grammatical errors and misspelled words detract from the quality of the nomination.

3. Keep your narrative to a minimum. Critical facts about your nominee's successes can easily get lost in unnecessary verbiage. However, include all information necessary to highlight the nominee's accomplishments in simple language and explain technical terms in a manner the non-expert will understand.

4. Include all information required for the award category. Nominations may be disqualified if nominators fail to submit all information required for that particular award. When in doubt, contact your local district office for direction.

5. Include a high resolution, 300 DPI, color headshot and five or six candid action shots showing the nominee(s) with their employees, customers or engaged in work or community activities and /or electronic 300 dpi photos of the same on CD. Xeroxed copies are not acceptable.

6. Be aware that judges will only be reviewing black and white duplicate copies of the material you submit. Content is more important than a decorative presentation.

7. Fully disclose any and all SBA assistance a nominee has received, including SBA loans, procurement assistance, or assistance from SCORE, SBDC, Women's Business Center, or direct counseling/assistance from an SBA district office.

8. Businesses and individuals with compelling stories are often seen very favorably by judges; look for a factual, yet engaging angle to present your nominee.

9. Letters in support of nominations are an excellent way to highlight individual or business accomplishments, but seek letters from individuals having first hand knowledge of these accomplishments and ask that the letters site specific examples of the nominee's successes and contributions.

10. Use underlines to bring attention to important facts in your supporting documents - such as letters of support and news clippings. Don't use highlights; doing so may turn out to mask the words when duplicates are made.

**National Small Business Week
2010
May 23rd - May 25th
in Washington, DC**



U.S. SMALL BUSINESS ADMINISTRATION Helping small business start, grow and succeed

2010 National Small Business Week Award Nominations

[Click Here](#) for the "Nomination Guidelines"

[Click Here](#) for the "Award Nomination" Form

[Click Here](#) for the "Award Nomination Consent" Form

[Click Here](#) for the "Consent for Disclosure of Information" Form

SBW Nomination Information

November 20, 2009

2010 nominations must be received by
SBA district offices.

Small Business Person of the Year
Small Business Exporter of the Year
Entrepreneurial Success Award
SBA Young Entrepreneur of the Year
Jeffrey Butland Family – Owned Business of the Year
Financial Services Champion of the Year
Home-Based Business Champion of the Year
Minority Small Business Champion of the Year
Veteran Small Business Champion of the Year
Women in Business Champion of the Year

For more information, please contact:
Georgia.yoshida@sba.gov

LENDER	October Loan Numbers	October Total Dollars	YTD Loan Numbers	YTD Dollars
1st Bank	1	\$210,000	1	\$210,000
ALLIANCE COMMUNITY FCU	1	\$35,000	1	\$35,000
AMERICA FIRST FCU	6	\$215,700	6	\$215,700
AMERICAN BANK OF COMMERCE D/B/A AMBANK	2	\$270,300	2	\$270,300
AMERICAN BANK OF THE NORTH	0	0	0	0
BANK OF AMERICAN FORK	1	\$200,000	1	\$200,000
BANK OF THE WEST	0	0	0	0
BANK OF UTAH	2	\$397,100	2	\$397,100
BARNES BANKING COMPANY	1	\$35,000	1	\$35,000
BEACH BUSINESS BANK	0	0	0	0
BEEHIVE CU	1	\$35,000	1	\$35,000
BRIGHTON BANK	5	\$224,000	5	\$224,000
CACHE VALLEY BANK	0	0	0	0
CELTIC BANK CORPORATION	1	\$1,100,000	1	\$1,100,000
CENTENNIAL BANK	0	0	0	0
CENTRAL BANK	0	0	0	0
CYPRUS FCU	2	\$186,000	2	\$186,000
DESERET FIRST FCU	0	0	0	0
FIRST UTAH BANK	3	\$150,000	3	\$150,000
FRONTIER BANK, FSB	0	0	0	0
GOLDENWEST FCU	2	\$131,000	2	\$131,000
GRAND VALLEY BANK	0	0	0	0
GRANITE FCU	2	\$100,000	2	\$100,000
HERITAGEWEST FCU	1	\$99,500	1	\$99,500
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	0	0
JORDAN FCU	2	\$85,000	2	\$85,000
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	4	\$405,000	4	\$405,000
KEYBANK NATIONAL ASSOCIATION	2	\$40,000	2	\$40,000
MOUNTAIN AMERICA FCU	30	\$870,000	30	\$870,300
MOUNTAIN WEST BANK	0	0	0	0
MOUNTAIN WEST SMALL BUSINESS FINANCE	9	\$5,574,000	9	\$5,574,000
NEVADA COMMERCE BANK	0	0	0	\$0
SOUTHWEST COMMUNITY FCU	2	\$50,000	2	\$50,000
STATE BANK OF SOUTHERN UTAH	14	\$1,862,000	14	\$1,862,000
SUPERIOR FINANCIAL GROUP, LLC	5	\$52,500	5	\$52,500
THE FIRST NATIONAL BANK OF LAYTON	0	0	0	0
U.S. BANK NATIONAL ASSOCIATION	3	\$85,000	3	\$85,000
UNITED MIDWEST SAVINGS BANK	1	\$1,400,000	1	\$1,400,000
UNIVERSITY FIRST FCU	0	0	0	0
USU CHARTER FCU	1	\$40,000	1	\$40,000
UTAH CENTRAL CREDIT UNION	0	0	0	0
UTAH CERTIFIED DEVELOPMENT COMPANY	4	\$2,011,000	4	\$2,011,000
UTAH COMMUNITY FEDERAL CREDIT UNION	0	0	0	0
UTAH FIRST FCU	3	\$130,000	3	\$130,000
VECTRA BANK COLORADO, NATIONAL ASSOCIATION	70	\$6,653,800	70	\$6,653,800
WELLS FARGO BANK, NATIONAL ASSOCIATION	5	\$1,443,100	5	\$1,443,100
ZIONS FIRST NATIONAL BANK	10	\$1,206,600	10	\$1,206,600
TOTALS	196	\$25,296,600	196	\$25,296,600